

## Message Text

LIMITED OFFICIAL USE

PAGE 01 ALGIER 02297 121512Z  
ACTION EB-08

INFO OCT-01 NEA-10 ISO-00 CAB-02 CIAE-00 DODE-00  
DOTE-00 INR-07 NSAE-00 FAA-00 /028 W  
-----060647 121517Z /53

P R 121455Z SEP 77  
FM AMEMBASSY ALGIERS  
TO AMEMBASSY CONAKRY PRIORITY  
INFO SECSTATE WASHDC 7169  
USDOC WASHDC

LIMITED OFFICIAL USE ALGIERS 2297

E. O. 11652: N/A  
TAGS: EAIR, AG, GV  
SUBJ: GRUMMAN SALES EFFORTS FOR GULFSTREAM II

REF: ALGIERS 2287(NOTAL)

1. OUBARI FINALLY TELEPHONED THIS MORNING, SEPT 12. HE EXPLAINED THAT REASON HE HAS BEEN OUT OF CONTACT IS THAT ALGERIAN DEFENSE MINISTRY OFFICIALS INSISTED ABRUPTLY ON THURSDAY THAT DEMONSTRATIONS BE CONDUCTED IN OUTLYING DESERT AREAS, AND HE AND HIS SALES TEAM JUST RETURNED YESTERDAY (SUNDAY) EVENING. HE SAYS IT WAS HIS UNDERSTANDING THAT IF IT WAS NOT POSSIBLE TO GET TO CONAKRY SEPT 6, 7, 8 OR 9 THEN THE CUSTOMERS WOULD CONTACT HIM IN US SOMETIME AFTER FIRST OCTOBER. ON THIS UNDERSTANDING OUBARI AND HIS SALES TEAM DEPARTING TODAY FOR US VIA LONDON. OUBARI'S TELEPHONE IN SAVANNAH IS 912-964-3292; HOME PHONE 912-925-7036; TELEX 54 6470.

2. OUBARI VERY PLEASED WITH WAY DEMONSTRATION WENT IN ALGERIA. HE EXPECTS RETURN IN ABOUT THREE WEEKS TO SIGN CONTRACT. INITIAL CONTRACT PROBABLY WILL BE FOR ONE AIRCRAFT, BUT OUBARI AND EMBASSY BELIEVE CHANCES EXCELLENT FOR AT LEAST ONE FOLLOW-ON SALE.

3. COMMENT: OUBARI VERY SORRY ABOUT NOT BEING ABLE TO GET TO CONAKRY. HE SAYS HAD HE TRIED TO CUT SHORT HIS TIME IN ALGERIA IN ORDER TO SPEND BRIEF TIME IN CONAKRY, CHANCES WERE HE WOULD HAVE MADE NEITHER RPT NEITHER SALE. HE CHOSE TO CONCENTRATE ON ALGERIA, AND HE BELIEVES HE MADE CORRECT DECISION. HAYNES

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PAGE 02 ALGIER 02297 121512Z

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NNN

## Message Attributes

**Automatic Decaptoning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** NEGOTIATIONS, AVIATION AGREEMENTS, AIR ROUTES  
**Control Number:** n/a  
**Copy:** SINGLE  
**Sent Date:** 12-Sep-1977 12:00:00 am  
**Decapton Date:** 01-Jan-1960 12:00:00 am  
**Decapton Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 22 May 2009  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1977ALGIER02297  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D770329-1115  
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**Litigation History:**  
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**Message ID:** 661e8648-c288-dd11-92da-001cc4696bcc  
**Office:** ACTION EB  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** LIMITED OFFICIAL USE  
**Previous Handling Restrictions:** n/a  
**Reference:** 77 ALGIERS 2287  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
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**Review Media Identifier:**  
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**Review Withdrawn Fields:** n/a  
**SAS ID:** 1314426  
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**Subject:** GRUMMAN SALES EFFORTS FOR GULFSTREAM II  
**TAGS:** EAIR, AG, GV  
**To:** CONAKRY  
**Type:** TE  
**vdkvgwkey:** odbc://SAS/SAS.dbo.SAS\_Docs/661e8648-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009